

TAB

Department of Foreign Language
c/o Phyllis Anne Johnson, President
of ESC Russian Club
Faculty Annex
Edinboro State College
Edinboro, PA 16444
April 30, 1980

STATINTL

Central Intelligence Agency
[redacted] Economic Research Analyst
Langley, VA

STATINTL

Dear Mr. [redacted]

On behalf of the ESC Russian Club, I would like to extend our most sincere appreciation to you for meeting with our group on April 25, 1980. Your candid and informative talk was well received and most beneficial. Through our meeting we now have insights and hopefully direction as to the worth of our Russian language skill. In addition, you answered encouragingly our questions concerning positions with the Central Intelligence Agency outside the language field.

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Please convey our thanks and best wishes to [redacted] who spoke so knowledgably about Soviet relations with the rest of the world. The expertise which both of you gentlemen possess is to^{be} respected and applauded, and we thank you for sharing some of that with us. It was very inspiring!

Again our thanks and best regards. We hope to meet you again.

Sincerely yours,

Phyllis Anne Johnson
Phyllis Anne Johnson
President of the ESC Russian Club



Edinboro State College

SCHOOL OF ARTS AND HUMANITIES

Edinboro, Pennsylvania 16444
Department of Foreign Languages
Telephone: (814) 732-2416
Home: (814) 734-1776

May 2, 1980

STATINTL

[redacted]
Academic Coordinator, Personnel
Central Intelligence Agency
Washington, DC 20505

STATINTL

[redacted]
My 15 students join me in thanking you for the splendid briefing you presented to us during our visit to Langley on April 25.

We especially appreciated the candor and the humor with which you explained the mission, organizational structure, and activities of the Central Intelligence Agency. The students were also favorably impressed by the anecdotes you related regarding your own background and the road you have followed in reaching your present position.

The net result is that a number of our students, all future specialists on the U.S.S.R., will be motivated to apply for positions with the agency following graduation.

Should you have any materials available regarding summer internships, please send them to me, and I will disseminate them to interested students.

Also, please convey my best wishes and regards to [redacted] for his brilliant analysis of current U.S.-U.S.S.R. relations. We all regretted that we could not spend more time with him discussing substantive issues.

STATINTL

In brief, then, we consider our visit to have been a success--thanks to you--and we look forward to future contacts.

Please phone or write if I might be of assistance to you or to C.I.A.

Cordially,

A handwritten signature in dark ink, appearing to read "Julius M. Blum".
Julius M. Blum, M.B.A., Ph.D.
Professor of Russian Studies and
Consultant in East-West Trade

JMB:lp
1 encl.: ESC Program Description



Edinboro State College

OFFICE OF ADMISSIONS

Edinboro, Pennsylvania 16444

Telephone: (814) 732-2761

RUSSIAN LANGUAGE AND AREA STUDIES DUAL SPECIALIZATION PROGRAM

Edinboro State College is offering in-state and out-of-state high school seniors the opportunity to enroll in its Russian Language and Area Studies Dual Specialization Program in the 1980-1981 academic year.

This program is designed for bright young men and women who will be graduated from high school in June, 1980 and who desire to prepare for a career in international trade, with particular emphasis on East-West trade.

Eligible students will enroll at Edinboro State College as Russian Language majors with additional specialization in Business Administration, Accounting, Economics, or Engineering (cooperative program, in conjunction with Pennsylvania State University, Case Western Reserve University, or the University of Pittsburgh). They will be preparing primarily for careers in business and commerce. Industry is seeking a mix of skills, specifically Russian Language and Area Studies combined with another specialty such as those enumerated above. On a lesser scale, but increasing in importance, are vocational opportunities in such agencies of the governmental sector as the U.S. Department of Commerce and the Department of State.

To apply for admission to the Russian Language and Area Program, the candidate follows the general college admissions procedures set forth in the latest Edinboro State College Undergraduate Catalog, obtainable from the ESC Dean of Admissions. The letter requesting the catalog and application for admission should clearly indicate that the candidate is applying for admission as a Russian major. Applications will be accepted until July 30, 1980.

Questions regarding this program may be directed by mail or telephone to:

Dr. Julius M. Blum
Professor of Russian
Edinboro State College
Edinboro, PA 16444

Telephone: (814) 732-2417
Home: (814) 734-1775

1 Attachment: Detailed description of program



Edinboro State College

SCHOOL OF ARTS AND HUMANITIES

Edinboro, Pennsylvania 16444

Department of Foreign Languages

Telephone: (814) 732-2416

RUSSIAN LANGUAGE AND AREA STUDIES DUAL SPECIALIZATION PROGRAM

A. Introduction

1. During the past four years, Edinboro State College has implemented a dynamic new program to prepare specially selected students for careers in International Trade, specifically East-West Trade.
2. The objective of the program is to equip bright young men and women with the attitudes, general education, and specialized skills needed by U. S. industrial and commercial firms to negotiate successfully and profitably with the Ministry of Foreign Trade and the Foreign Trade Organizations of the USSR and the other countries of Eastern Europe.
3. The program is directed by a faculty member who specializes in U.S.-Soviet Trade and who has been personally involved in East-West Trade for ten years. In teaching courses in U.S.-Soviet trade, he draws on years of experience as a consultant to a number of U.S. firms, including Pepsico International, Satra, American Cynamid, and others interested in the Soviet and East European market. His experience, which he shares with his students, has included negotiations with Soviet ministries and foreign trade organizations, participation in Soviet Trade Fairs and Exhibitions, visiting the USSR and other East European countries on trade missions; and serving as a consultant to the U.S. Senator Walter Mondale in drafting the 1969 Trade Expansion Legislation. He currently maintains active contact with the U.S. business community and with Soviet and American foreign trade officials in New York City and Washington, D.C.
4. Edinboro State College has been committed during the past four years to creating a strong Russian Language and Area Studies Program to provide a cadre of selected students for careers with U.S. corporations. The Edinboro State College program is unique in that it emphasizes Russian Language, Russian Literature, Russian Geography, Russian Politics, and other Russian and Soviet area studies not as ends in themselves, but rather as a means for preparing the E.S.C. graduate to serve as a contributing member of an American negotiating team committed to deriving maximum advantage for the U.S. side in trade negotiations with Soviet or other East European commercial representatives.

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5. At the present time, 35 students are enrolled in the program as majors in Russian on the one hand, and in Business, Accounting, Engineering, or Economics on the other. Ten freshmen are expected to join the program in the Fall.

B. Specific Activities of Faculty and Students in the Russian Language and Area Studies Program

1. Conduct East-West Trade Seminars in Erie for Pennsylvania businessmen and bankers under the Edinboro State College Continuing Education Program. The Seminars cover the following topics: Scope of the Market; Prospects for U.S. Exports; Composition of Imports; Industrial Cooperation Projects; Soviet Foreign Trade Survey; U.S.-Soviet Trade Structure and Volume; Soviet Regulation of East-West Trade; U.S. regulation of East-West Trade; U.S. Organizations facilitating U.S.-Soviet Trade; Soviet Foreign Trade Organizations; Making the Initial Contact; Negotiating Purchase or Sales Contracts; Standard Contract Provisions; Arbitration; Industrial Property Protection; Licensing and Copyrights; Banking, Financing, and Insurance; Special Trade Promotion Techniques; Soviet Information Distribution System; Setting up a Business Office; Hints to Businessmen.
2. Conduct courses in the Russian language for Northwestern Pennsylvania Business Community.
3. Provide East-West Trade Consulting Services to such firms as Sunbeam (Saegertown), A. O. Smith (Erie), and American Sterilizer Co. (Erie).
4. Arrange work-study internships with such organizations as Pullman-Swindell (Pittsburgh); the Bureau of International Commerce (Harrisburg and Brussels); Control Data Corporation (Minneapolis); Corning Glass (Corning, NY); Revlon International (Paris); and American Sterilizer Co. (Erie).
5. Assist in matching employers' needs with graduates' skills, e.g., Pullman-Swindell (Pittsburgh), International Harvester (Cleveland), and U.S. Government Agencies (Washington, D.C.).
6. Participate in Erie Chamber of Commerce International trade activities. Students attend Chamber of Commerce luncheons, briefings, and film showings.
7. Arrange for Commonwealth businessmen to visit E.S.C. for meetings, seminars, and training sessions with students.
8. Invite Soviet foreign trade officials to E.S.C. campus.
9. Visit Soviet foreign trade officials at their New York and Washington offices for full-day seminars.
10. Make familiarization visits to USSR each summer to prepare students for later official business trips and sharpening of negotiating skills.
11. Conduct East-West trade class with negotiation and contract-formulation simulations, reproducing actual conditions as much as possible.

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12. Conduct classes in Business Russian and Russian Culture, as well as language.
 13. Attend professional meetings, chair panels on East-West Trade, and have students do research projects in the area.
 14. Maintain scholarship programs, supported by funds from industrial donors, for attracting most promising high school seniors.
 15. Participate in American Management Association East-West Trade Seminars.
 16. Write articles on East-West Trade for dissemination to the business community orally at meetings, and in written form in periodical articles.
 17. Establish Edinboro State College as a resource center ready, willing, and able to help Commonwealth business and industry maximize profits in East-West Trade.
 18. Maintain liaison with the Federal Government, especially the U.S. Departments of Commerce and State, to procure jobs for graduates, work-study internships for undergraduates, and to remain current and up to date on changing developments.
 19. Lecture at other Commonwealth Colleges and Universities, and at elementary and secondary schools.
- C. The Edinboro State College East-West Trade Curriculum typically features specialization in Russian Language and Area Studies plus Business, Accounting, Economics, or Engineering, as follows:

BUSINESS/ACCOUNTING
ECONOMICS

RUSSIAN LANGUAGE AND
AREA STUDIES

ONE OF THE FOLLOWING ENGINEERING SPECIALITIES (WITH PENN STATE, CASE WESTERN RESERVE, OR THE UNIVERSITY OF PITTSBURGH)

Elements of Economics
Statistics for Economics and Business
Money, Banking, and Public Policy
International Economics
Economics Growth and Development
Managerial Economics
Business, Government, and Public Policy
Accounting
Auditing
Business Finance
Marketing
Principles of Management

Russian Language
Russian Culture & Civilization
Geography of USSR
Government and Politics of USSR
History of Russia
History of USSR
Economy of USSR
Russian and Soviet Literature
Russian and Soviet Art
Practical Aspects of East-West Trade
Business Russian
Negotiating with the Soviets

Aerospace
Agricultural
Ceramic
Chemical
Civil
Electrical
Engineering Mechanics
Engineering Science
Environmental
Industrial
Mechanical
Metallurgy
Mining
Nuclear
Petroleum and Natural Gas

Classroom work is supplemented by field experience, with seminar visits to the USSR and the other countries of Eastern Europe; meetings with officials of the various ministries of Foreign Trade and the Foreign Trade Organizations; meetings with officials of U.S. agencies such as the Bureau of East-West Trade of the Department of Commerce and the Office of East-West Trade of the U.S. Department of State; meetings with foreign trade representatives of the USSR and other East European countries who maintain offices in the U.S.; and work-study internships in industry and in state and federal government.

D. Summary of Highlights of Program

Title of Program: Russian Language and Area Studies Dual Specialization Program

Degree Offered: Bachelor of Arts in Russian Language

Majors enrolled during past year: 35

Employment of graduates during recent years: Pullman-Swindell Corp., Moscow, USSR; International Harvester, Cleveland; General Electric, Erie; CIA, Washington, D.C.; NSA, Washington, D.C.; IBM, Endicott, NY; House of Representatives, U.S. Congress, Washington, D.C.

Internships during recent years: Control Data Corp., Minneapolis; American Sterilizer Corp., Erie; Corning Glass, Corning, NY; Revlon International, Paris; Bureau of International Commerce, Harrisburg; Pullman-Swindell, Pittsburgh.

Awards and Honors: 1978: ESC Russian language major awarded International Trade Scholarship by Pennsylvania Chambers of Commerce and Pennsylvania Department of Commerce. 1977: ESC, because of its Russian dual specialization program, won award as the college or university making greatest contribution in Pennsylvania to the preparation of graduates for foreign trade careers. Award made by Commonwealth Secretary of Commerce.

Curriculum: Students complete dual specialization, namely Russian Language and Area Studies plus Business, or Russian Language and Area Studies plus Accounting, or Russian Language and Area Studies plus Economics, or Russian Language and Area Studies plus Engineering (in conjunction with Pennsylvania State University, Case Western Reserve University, or the University of Pittsburgh).

Field Experience: Efforts are made to organize one-semester work-study internships in industry and government. Five were arranged this past year. Others are currently being explored.

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NFAC #2733/80

14 April 1980

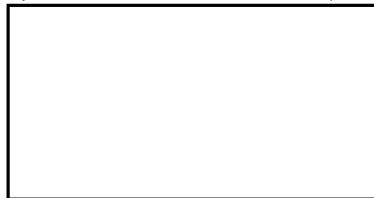
MEMORANDUM FOR: NFAC Security Officer

FROM : Associate Coordinator for Academic Relations

SUBJECT : Edinboro State College Visit, 25 April 1980

1. Attached is a list of names, dates and places of birth of a group of 19 students and one faculty member from Edinboro State College who will be visiting Headquarters on 25 April 1980. They will be receiving unclassified briefings by NFAC representatives.

2. The briefings will begin at 1:00 in Room 1E78. The group will depart Headquarters at approximately 4:00 pm.



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Attachment:
As stated

STATINTL

Date: 15 APR 1980

Security approval has been granted for
the use of this information by this request.



Intelligence Division

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ADMINISTRATIVE - INTERNAL USE ONLY

NFAC #2733/80

SUBJECT: Edinboro State College Visit, 25 April 1980

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NFAC/ACAR/ (14 April 1980)

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OFFICE OF THE DIRECTOR
Approved For Release 2004/10/28 : CIA-RDP86B00985R00040011-4
NATIONAL FOREIGN ASSESSMENT CENTER

27 December 1979

NOTE FOR: STATINTI

Please respond directly to the
requester.

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AC/AS/NFAC

will send names

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ROUTING AND TRANSMITTAL S *26 Dec 79*

TO: (Name, office symbol, room number, building, Agency/Post)	Initials	Date
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Action	File	Note and Return
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As Requested	For Correction	Prepare Reply
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Coordination	Justify	

REMARKS

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DO NOT use this form as a RECORD of approvals, concurrences, disposals, clearances, and similar actions

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5041-102

OPTIONAL FORM 41 (Rev. 7-76)
Prescribed by GSA
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FORM NO. 238 1 MAY 56		REPLACES FORM 35-1 WHICH IS OBSOLETE		DOC	
ER#79-5559		SEC. CL.	ORIGIN	CONTROL NO.	
		Unc	Edinboro State College	NFAC#6989-79	
DATE OF DOC	DATE REC'D	DATE OUT	SUSPENSE DATE	CROSS REFERENCE OR POINT OF FILING	
14 Dec 79	26 Dec 79				
TO	DCI				
FROM	<div style="border: 1px solid black; width: 80px; height: 15px;"></div>				
SUBJ.	Request to visit the DCI for an unclassified briefing and discussion.				
ROUTING		DATE SENT			
AS/NFAC		12/27			
CAR					
COURIER NO.	ANSWERED	NO REPLY			
				1	

6989-79

Executive Registry

19-5559



Edinboro State College

SCHOOL OF ARTS AND HUMANITIES

482

Edinboro, Pennsylvania 16444
Department of Foreign Languages
Telephone: (814) 732-2416
Home: (814) 734-1776
December 14, 1979

Director
Central Intelligence Agency
Washington, D.C. 20505

Dear Sir:

For the past few years I have led a group of 20 students to the Washington area each spring to meet with the National Security Council, the Department of State, the White House, and the Department of Commerce to discuss US-USSR relations in general, and East-West Trade in particular. These students are all enrolled in a Russian Language and Area Dual Specialization program, described in the attachment. Following graduation, they will be seeking employment with you and with other government agencies.

This year, we would like to visit you for an unclassified briefing and discussion of:

- a. US-USSR relations
- b. Career opportunities with you.

If it is convenient for you, we would like to spend two hours with you on Friday afternoon, April 25, 1980, say from 2:00 - 4:00 p.m.

May I request that you write or telephone to advise if the foregoing proposal meets with your approval? You may contact either me or Ms. Phyllis Johnson, President of the ESC Russian Club (814-732-4200) to advise of your decision and--if you wish--to discuss the agenda.

Please accept our best wishes.

Sincerely,

Julius M. Blum, Ph.D.
(Lt. Colonel, USAF, ret.)
Professor of Russian Studies

JMB/ps

1 encl.: ESC Russian
Language Program Description



Edinboro State College

SCHOOL OF ARTS AND HUMANITIES

Edinboro, Pennsylvania 16444
Department of Foreign Languages
Telephone: (814) 732-2416

RUSSIAN LANGUAGE AND AREA STUDIES DUAL SPECIALIZATION PROGRAM

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**BUSINESS/ACCOUNTING
ECONOMICS**

Elements of Economics
Statistics for Economics and Business
Money, Banking, and Public Policy
International Economics
Economics Growth and Development
Managerial Economics
Business, Government, and Public Policy
Accounting
Auditing
Business Finance
Marketing
Principles of Management

**RUSSIAN LANGUAGE AND
AREA STUDIES**

Russian Language
Russian Culture & Civilization
Geography of USSR
Government and Politics of USSR
History of Russia
History of USSR
Economy of USSR
Russian and Soviet Literature
Russian and Soviet Art
Practical Aspects of East-West Trade
Business Russian
Negotiating with the Soviets

ONE OF THE FOLLOWING ENGINEERING SPECIALITIES (WITH PENN STATE, CASE WESTERN RESERVE, OR THE UNIVERSITY OF PITTSBURGH)

Aerospace
Agricultural
Ceramic
Chemical
Civil
Electrical
Engineering Mechanics
Engineering Science
Environmental
Industrial
Mechanical
Metallurgy
Mining
Nuclear
Petroleum and Natural Gas

Classroom work is supplemented by field experience, with seminar visits to the USSR and the other countries of Eastern Europe; meetings with officials of the various ministries of Foreign Trade and the Foreign Trade Organizations; meetings with officials of U.S. agencies such as the Bureau of East-West Trade of the Department of Commerce and the Office of East-West Trade of the U.S. Department of State; meetings with foreign trade representatives of the USSR and other East European countries who maintain offices in the U.S.; and work-study internships in industry and in state and federal government.

D. Summary of Highlights of Program

Title of Program: Russian Language and Area Studies Dual Specialization Program

Degree Offered: Bachelor of Arts in Russian Language

Majors enrolled during past year: 35

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Awards and Honors: 1978: ESC Russian language major awarded International Trade Scholarship by Pennsylvania Chambers of Commerce and Pennsylvania Department of Commerce. 1977: ESC, because of its Russian dual specialization program, won award as the college or university making greatest contribution in Pennsylvania to the preparation of graduates for foreign trade careers. Award made by Commonwealth Secretary of Commerce.

Curriculum: Students complete dual specialization, namely Russian Language and Area Studies plus Business, or Russian Language and Area Studies plus Accounting, or Russian Language and Area Studies plus Economics, or Russian Language and Area Studies plus Engineering (in conjunction with Pennsylvania State University, Case Western Reserve University, or the University of Pittsburgh).

Field Experience: Efforts are made to organize one-semester work-study internships in industry and government. Five were arranged this past year. Others are currently being explored.